

RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

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October 24, 1994

E. Shosho
SHOSHO BROS.

Dear Ernie:

On October 11, 1994, I spoke to Pat Shosho on the telephone regarding the submission of September purchasing activity required to participate in R. J. Reynolds "Focus" Program. Pat has replied that Shosho Bros. no longer wants to participate in the "Focus" Program.

The "Focus" Program is viable to Shosho Bros. and pays per carton of R. J. Reynolds' product purchased for the maintenance or increase of total R. J. Reynolds share of market in your house.

After the termination of the R. J. Reynolds Value-Added Promotions Program with Shosho Bros., I wanted to be sure that you understand that the "Focus" program is still available and your participation is encouraged.

If you chose to participate, your September purchasing activity must be sent to my attention at our Buffalo office no later than **October 27, 1994.**

I look forward to your participation and future cooperation.

Sincerely,

Tim

T. J. Thompson
Training & Dev. Manager / #1626
TJT/jc

cc: T. McMahon
S. MacLeod ✓
R. Farmer

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